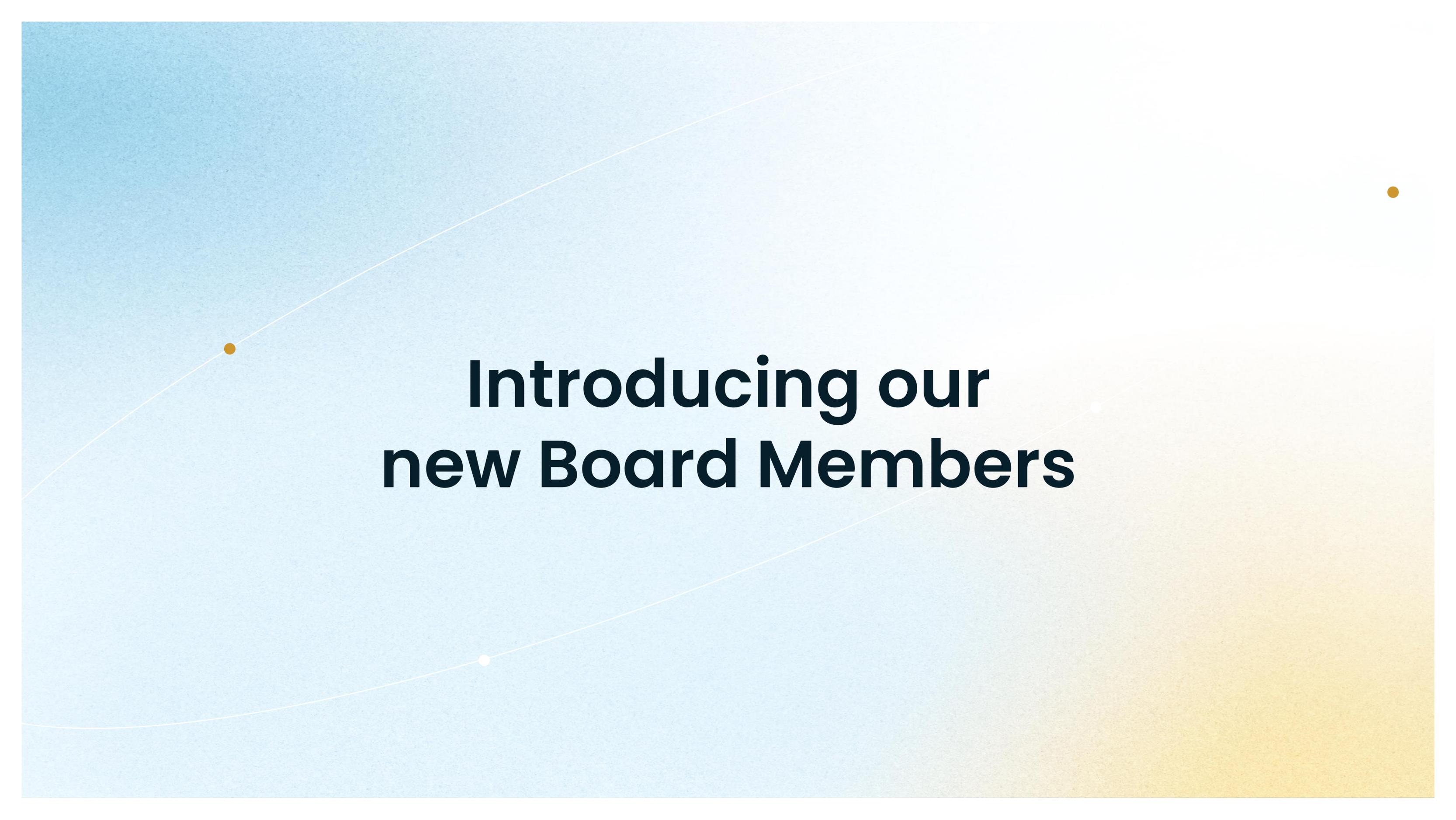




# Investor Presentation



# **Introducing our new Board Members**



## **Karim Razak**

Executive Chair

Karim is a Sydney based business owner and investor with over a decade of experience building, scaling and exiting businesses across multiple industries. He has founded and grown companies independently and without external capital, leading them from early-stage operations through to national scale and strategic exit process.

His business portfolio spans hospitality, real estate, technology and healthcare, providing him with broad commercial insight and a strong understanding of operational execution, capital discipline and growth strategy. Karim has also established governance boards and supported executive leadership teams through periods of scale and transformation.

Karim holds qualifications in Business management.



## **James Matthews**

Non-Executive Director

James Matthews is a technology, marketing and growth-focused business leader with over a decade of experience founding, scaling, and exiting multi-million-dollar businesses across Australia and Asia. He has built and scaled companies independently, without external capital, leading them from inception through to international scale and successful exit.

James has founded and exited multiple technology-enabled businesses, including a mass-participation registration and payments platform that scaled rapidly across multiple countries. His experience spans payments, marketplaces, data platforms, SaaS and AI-enabled automation, giving him strong commercial insight into governance, execution, localisation and scalable growth.

James holds a Master of Business Administration and a Bachelor of Laws from the University of Sydney and has completed multiple Australian Institute of Company Directors programs.

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**Q1 Recap**



# CEO Summary

## Key areas of focus:

- Simplifying the business,
- Implementing the new 3 pillar product strategy
- Strong Sales and Marketing strategy
- Resizing the business with the correct cost base and correct structure
- Stabilising product - ready to scale from February
- Manage change without impacting revenue

	Before	Now
No of staff	90	50
No of products	13	3

# What is different now?

**Focus on  
execution.**



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- ✓ Aligned simplified product vision –  
Can be quickly executed
- ✓ Laser focus on recurring revenue
- ✓ Highly motivated leadership team
- ✓ Sensible cost base implemented

# 3 pillar product strategy recap and new terminology

3 core products lines focused on immediate revenue and removing key customer reliance.

## Spenda Retail

- Roadmap removed
- Focus on product quality
- Reporting only to be developed
- Stabilize product ready for scale

- Current capability covers 70% of stores
- Additional cohorts actively being targeted



## Spenda Pay

- Rolling in Swift Statement
- Building in rewards
- Offering lending
- Re-launch February



## Spenda Ledger

- Building dashboard
- Enhance Lending capability
- Re-launch February





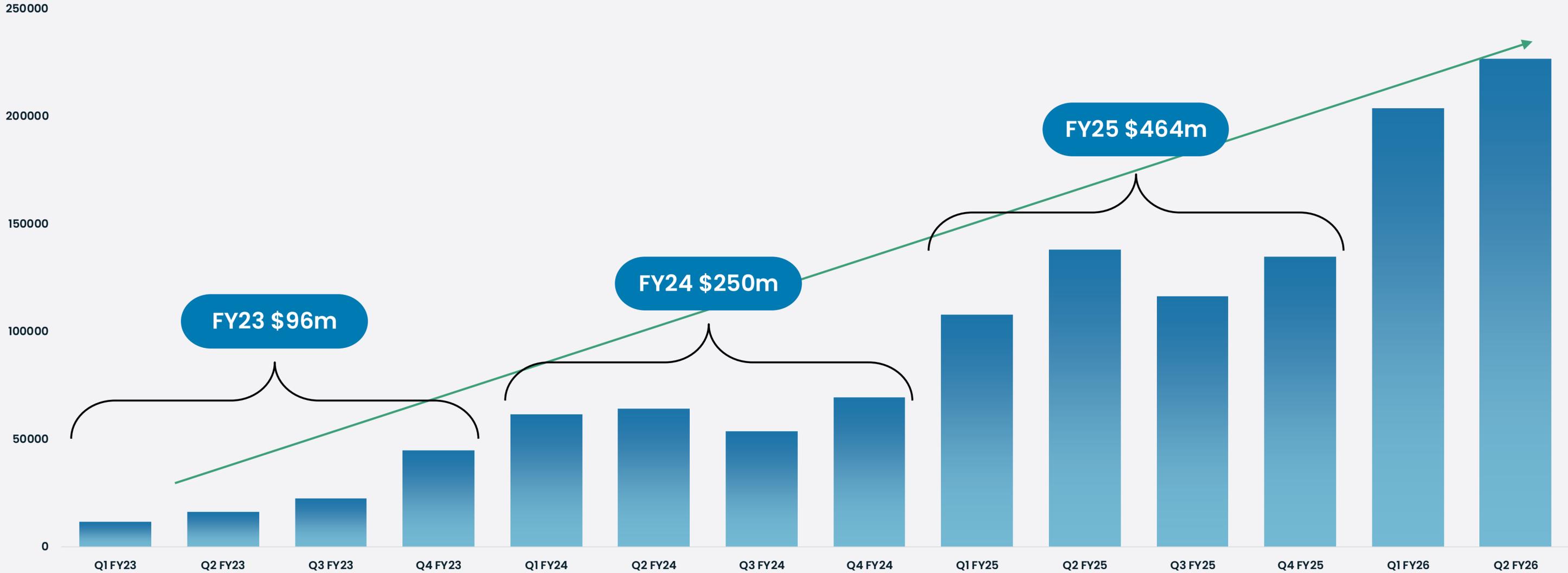
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# Quarterly Results

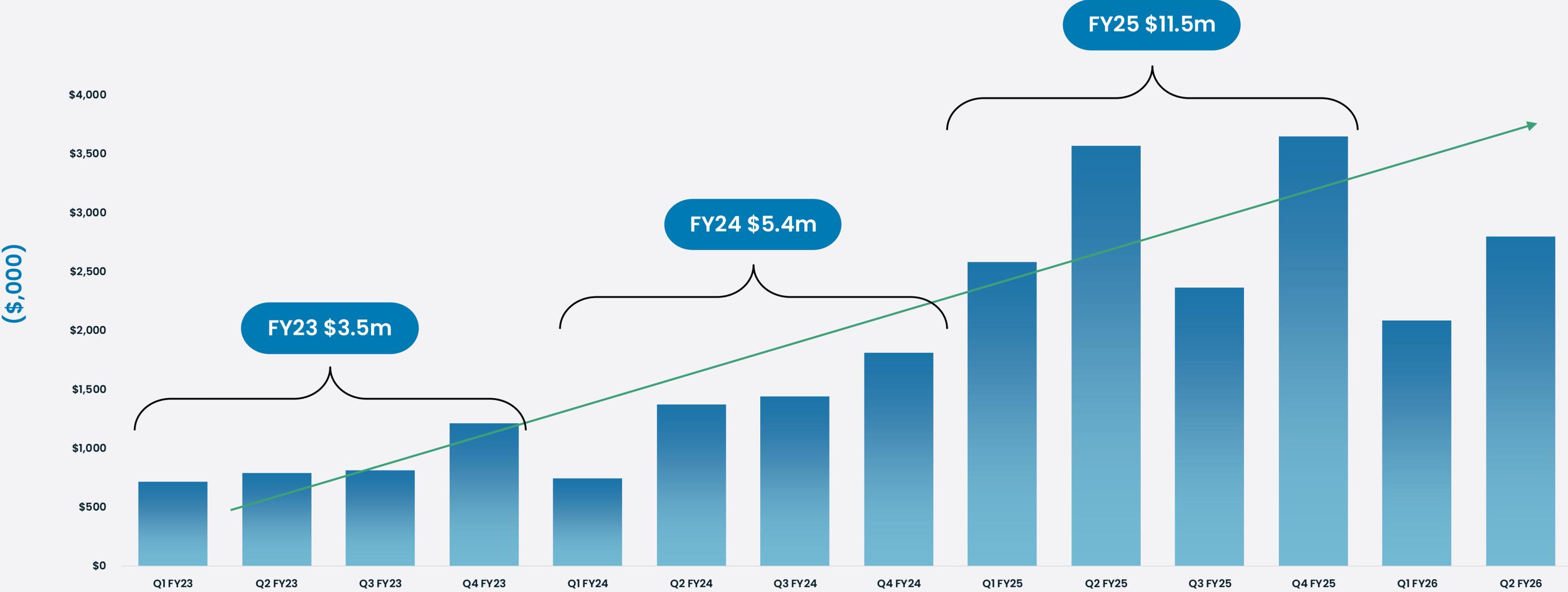
December 2025



# Consistent quarterly growth in payments volume



# Consistent growth in cash receipts



# Comparison – Target Versus Actual

	DEC – Target	Dec – Actual	Difference
<b>Total Revenue (cash receipts)</b>	\$2,400,000	\$2,800,000	+\$400K
<b>Total Payment Flow (TTV)</b>	\$208M	\$227M	+\$19M
<b>SME Funding</b>	\$4.6M	\$4.7M	+\$100K
<b>Growth</b>	9%	33%	+24%

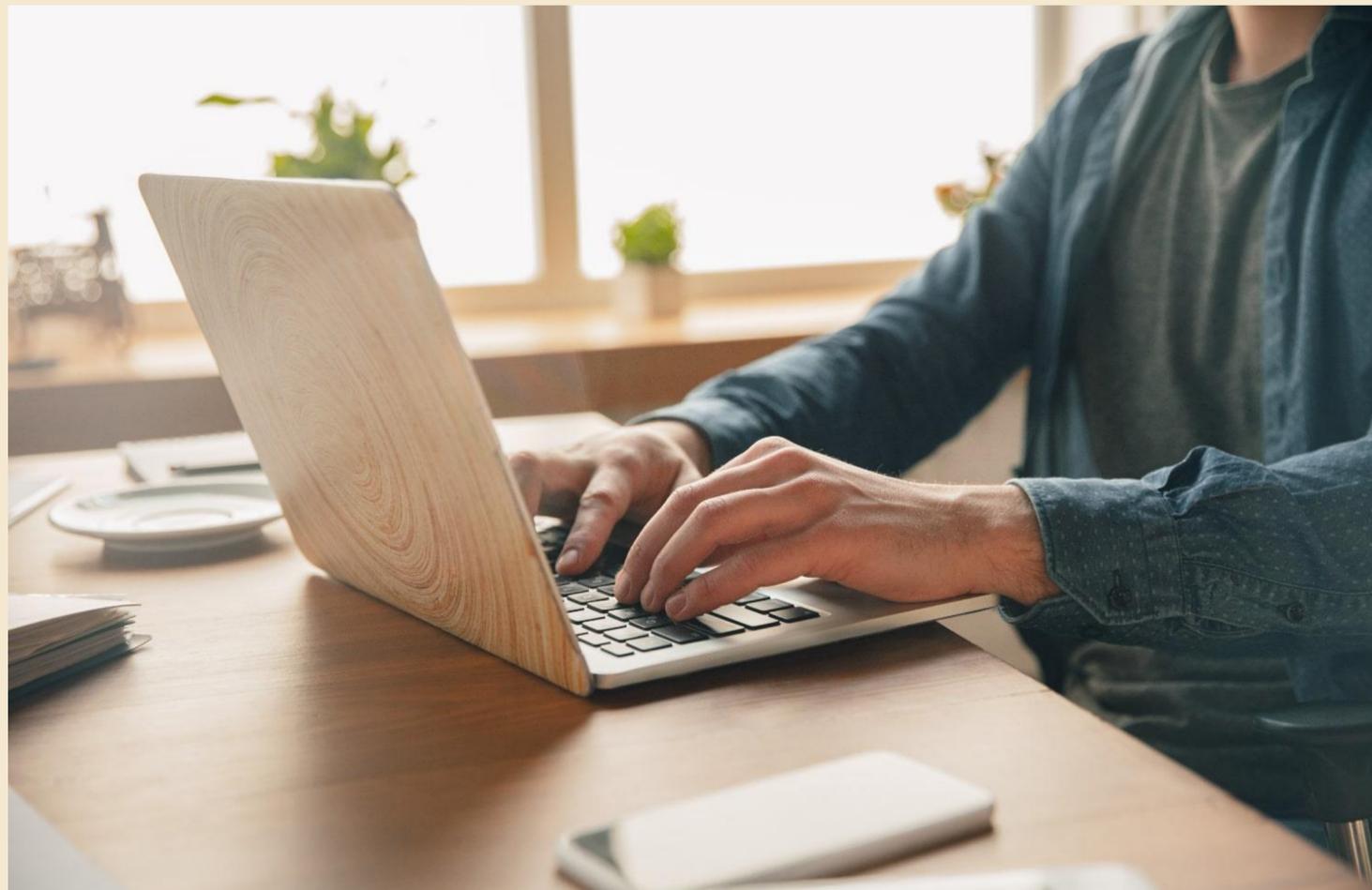
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**Quarterly  
Operational Update**



# Tight Cost Management



## Cost Savings Initiatives

Implementation of cost saving initiatives since change in Leadership of circa \$3.85M PA.

**Importantly, savings will have no impact on the company's ability to meet its business objectives.**

# Spenda Retail

One platform to quote, track jobs, bill clients, and process payments.

## Types of opportunities:

### Trades & Building Supplies & Services

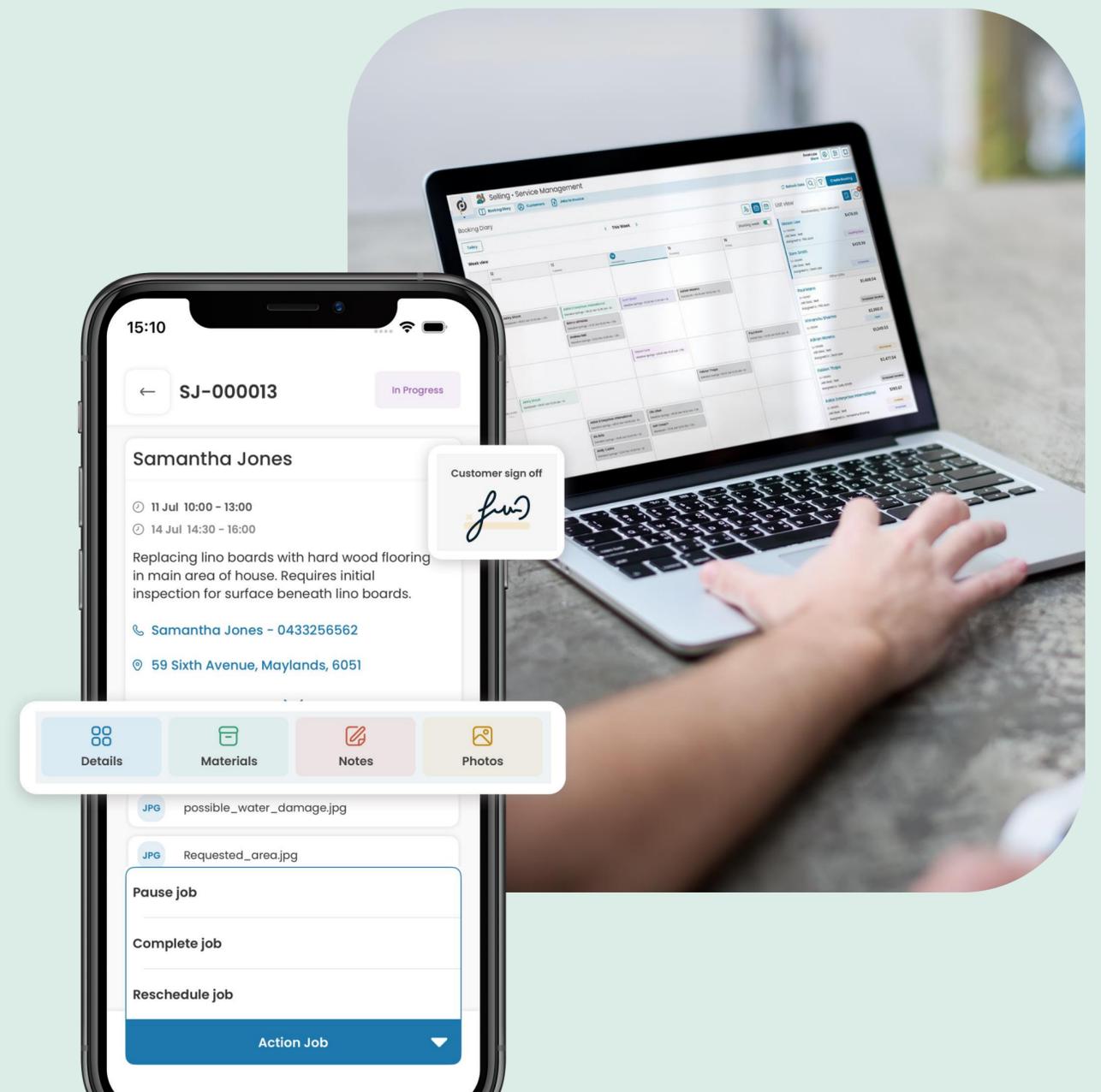
- Plumbing, electrical, and HVAC
- Property maintenance and repair
- Cleaning and facility services
- Equipment hire and servicing

### Home Improvement Supplies & Services

- Flooring, furniture and appliances
- Homewares, hardware, and building supplies
- Delivery, installation, and removal services

### Commercial Cleaning & Facilities Management

- Office and industrial cleaning
- Maintenance and repairs



# Spenda Ledger

One platform to handle payments and lending.

## Types of opportunities:

01

### Continuous build of our current platform

- Growth in travel product
- Implementation of lending products

02

### White-labelled Payments for Marketplaces

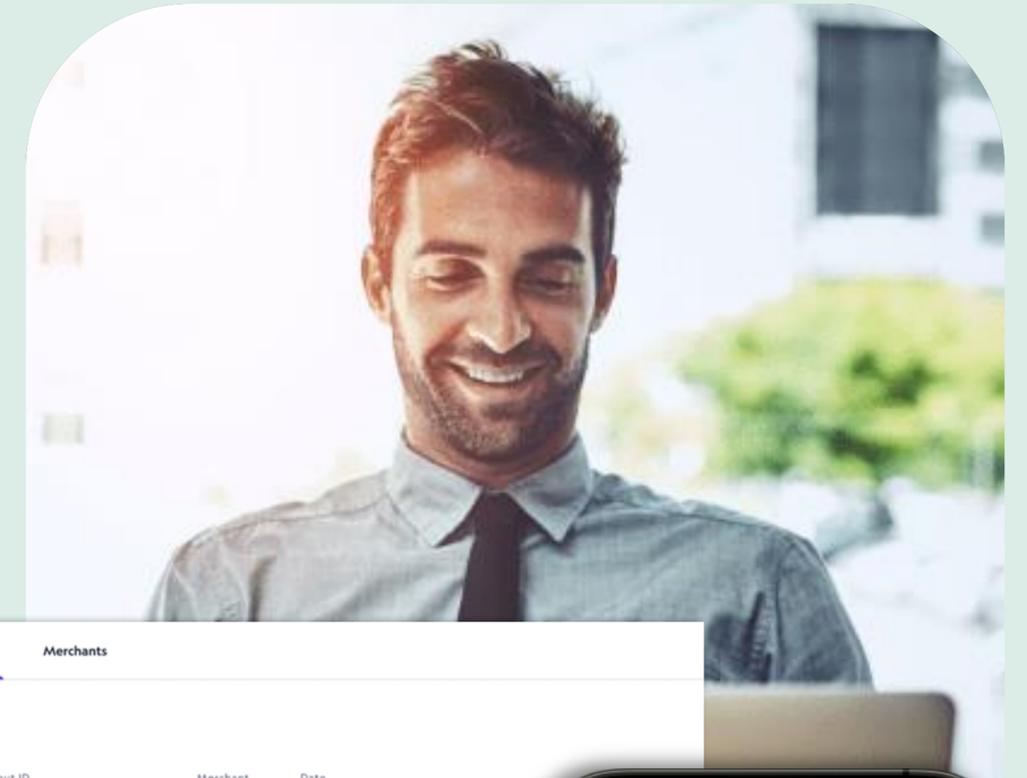
- Targeting marketplaces that offer payments and lending

03

### Platform Licensing Opportunities

- Payment orchestration and loan management for:
- Fintechs
  - Funders
  - Large Corporates with poor infrastructures

FUTURE PLAN – Development Required



The desktop interface shows a 'Payout' of 1,826.60 AUD for 'Plumb solutions' on 15/03/2022. It includes a summary table and payout details for 'Fisher's Plumbing'.

	Count
Net funds owed	-
Payments	33
Refunds	2
Partial refunds	0
Service fees	0
Transfers	0
Fee credits	0
Transfer reversals	0
Disputes	0
Dispute fees	0
Disputes reversed	0
Dispute fees reversed	0
Platform fee revenue	33
<b>Total</b>	

**Payout details**

Merchant	Fisher's Plumbing
Merchant ID	mcht_YN6nZ4_b2lBaIWZI
Delivery method	Bank transfer

**Account details**

BSB	01 2570	Origin
Account number	**** 1289	Currency
Account holder	Fisher's Plumbing Pty Ltd	External account ID

The smartphone interface shows a checkout page for 'yourwebsite.com' with an 'Estimated Total' of \$98.00. Payment options include Direct debit, Credit / debit card, ApplePay, GooglePay, and Buy now, pay later (with plans: 4 x \$24.50\* every week, 8 x \$12.25\* every week, 12 x \$8.16\* every week).

# Spenda Retail & Spenda Ledger Sales and Marketing Update

## **Sales function established**

Formally commenced sales activity for Spenda Retail and Ledger.

## **Targeted customer engagement**

Sales efforts focused on businesses that are a strong out of the box fit

## **Sales capability expansion**

Spenda is actively recruiting a dedicated salesperson.

## **Go to market strategy and scalable growth plans**

Key industry verticals identified for Retail and Ledger. Early sales activity is being used to refine our market positioning, validate target markets and establish repeatable sales processes ahead of a broader rollout.

## **Sales Narrative simplified**

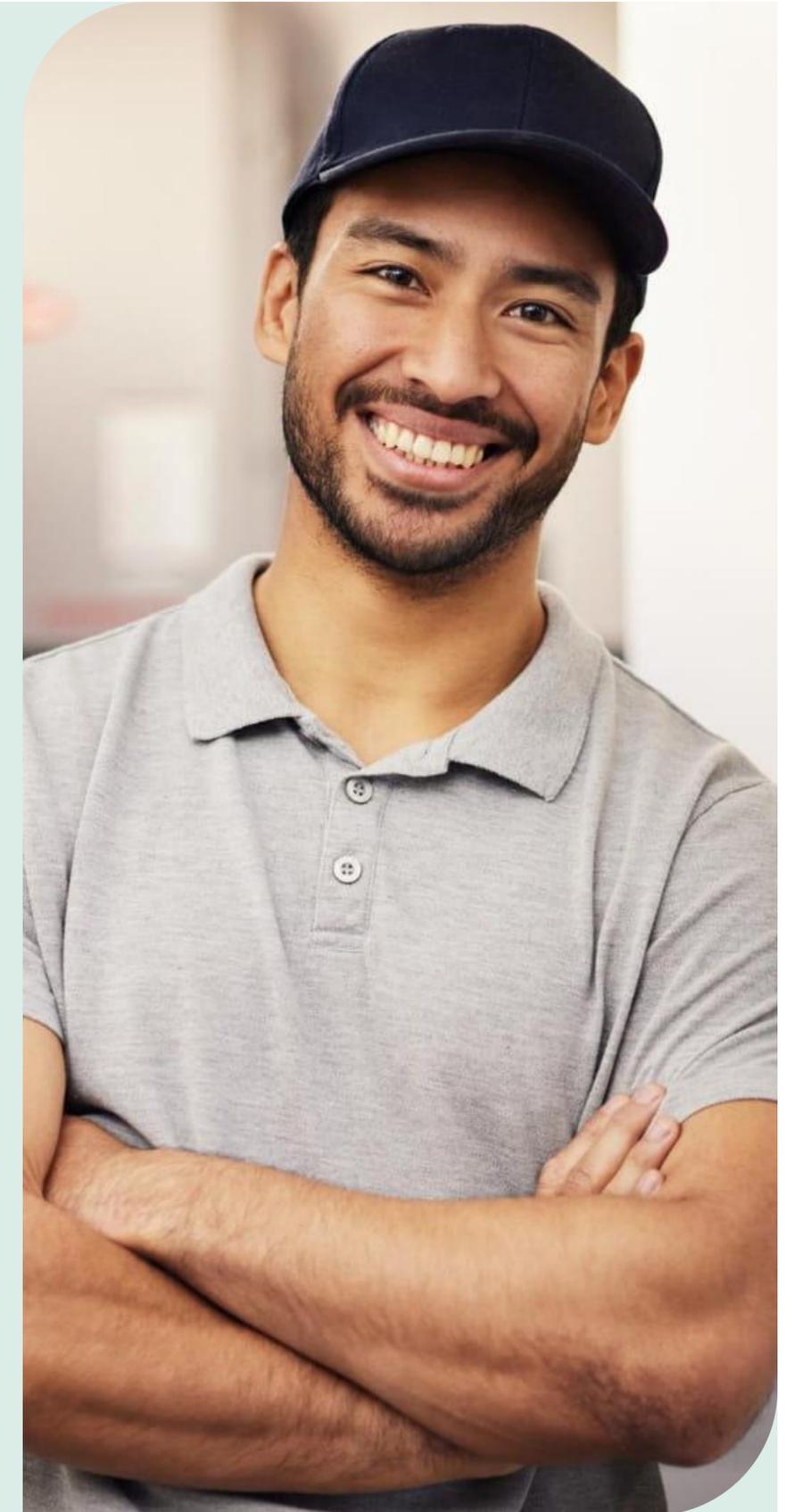
Clearer sales pitch developed.

## **Product demos underway**

Live demos of Spenda products are being conducted with prospective customers.

## **Marketing clarity**

Marketing efforts are focused on clearly defining and communicating Spenda's three core products – Spenda Retail, Spenda Pay and Spenda Ledger.



# Spenda Pay (AP)

One platform to securely pay invoices and earn reward points.

## What this product does:



### Pays bills and adds rewards

Let's businesses earn credit card points when paying invoices



### Turns invoices into digital format

No manual typing needed



### Checks payment security

Confirms supplier identity to prevent fraud



### Provides funding options

Businesses can apply for money to pay suppliers



### Handles early payment discounts

Helps track and manage supplier discounts

### For Capricorn Members

Allows Capricorn Members to reconcile statements and earn both credit card and Capricorn points when paying their account.



Supplier	Current	30 Days	60 Days	90+ Days	Total
<b>Hobart Marine Equipment</b> (2 invoices selected)	\$0.00	\$12,680.00	\$37,070.00	\$0.00	\$49,750.00
HME-INV-1923 (Jul 5, 2025)			\$12,650.00		
HME-INV-1924 (Jul 2, 2025)			\$8,470.00		
HME-INV-1925 (Jul 7, 2025)			\$15,950.00		
HME-INV-1926 (Aug 1, 2025)		\$6,380.00			
HME-INV-1944 (Aug 1, 2025)		\$6,300.00			
<b>Perth Industrial Supplies</b> (1 invoice selected)	\$3,500.00	\$0.00	\$8,250.00	\$7,890.00	\$19,640.00
<b>Velocity Supplies Pty Ltd</b> (1 invoice selected)	\$0.00	\$0.00	\$4,620.00	\$5,225.00	\$9,845.00
<b>Wollongong Steel Works</b>	\$0.00	\$0.00	\$7,700.00	\$0.00	\$7,700.00
<b>Bendigo Agricultural Equipment</b>	\$0.00	\$0.00	\$7,260.00	\$0.00	\$7,260.00
<b>Gold Coast Hospitality Supplies</b>	\$0.00	\$0.00	\$6,930.00	\$0.00	\$6,930.00
<b>Rippled Company</b> (1 invoice selected)	\$0.00	\$0.00	\$2,090.00	\$4,560.00	\$6,650.00
<b>Mackay Industrial Parts</b>	\$0.00	\$5,665.00	\$0.00	\$0.00	\$5,665.00
<b>Townsville Equipmen</b> (4 Suppliers and 5 Invoices Selected)	\$0.00	\$5,665.00	\$0.00	\$0.00	\$5,390.00
<b>Canberra Tech Services</b>	\$0.00	\$0.00	\$3,190.00	\$0.00	\$3,190.00

# Spenda Pay: Sales and Marketing Update

## Capricorn Engagement

**Starting: February 2026**

**Objective:** Move existing SwiftStatement users onto the Spenda Pay platform and build early momentum.

**Key activities:**

- In-app prompts guiding users to upgrade
- Email campaigns explaining the value of Spenda Pay
- Simple guides and support resources
- Direct internal sales engagement

**Next steps:** Once upgraded users are established, we expand marketing to the wider Capricorn Member base.

## Broker Networks

**Starting: February 2026**

**Objective:** : Use lending as the entry point to bring new SMEs onto the platform.

**Key activities:**

- Broker outreach focused on lending opportunities
- Position Spenda Pay as part of a broader financial solution
- Target first new SME onboardings March

## General SME Engagement

**Starting: March 2026**

**Objective:** Introduce Spenda Pay to the broader SME market and build awareness, education, and demand.

**Key activities:**

- Spenda Pay webpage and product content go live
- Organic content rollout focused on educational SEO-driven product content and social media engagement
- SME association engagement

- **Next steps:** Support organic activity with targeted paid digital campaigns. The goal is driving qualified traffic to Spenda Pay and support conversion as awareness builds.

### What success looks like:

- Smooth transition of existing users to Spenda Pay
- Clear product understanding across SMEs
- Early traction from brokers and lending-led onboarding

# Path to success

01

## QE Dec 25

- Cost cutting exercise
- New product strategy – commercialisation focus only
- Product stabilisation focus
- Align ELT
- Align GMEX team
- Setup Accountability matrix
- Design and plan new Spenda Pay build
- Adding features to our Spenda Ledger product
- Set sales and marketing plan

02

## QE March 26

- Launch new Spenda Pay product
- Launch Ledger product
- Continue Retail rollout
- Identify next Retail cohorts
- Drive Sales and Marketing
- Implement AI strategy
- **15% growth**

03

## QE June 26

- Scale Spenda Pay product
- Scale Retail cohorts
- Scale Ledger product
- Drive Sales and Marketing
- **36% growth**
- Set 2027 Strategy

04

## QE Sept 26

- Implement 2027 Strategy
- Scale Spenda Pay Product
- Scale Spenda Retail Cohorts
- Scale Spenda Ledger
- Drive Sales and Marketing
- **47% Growth**

## Spenda's AI Evolution

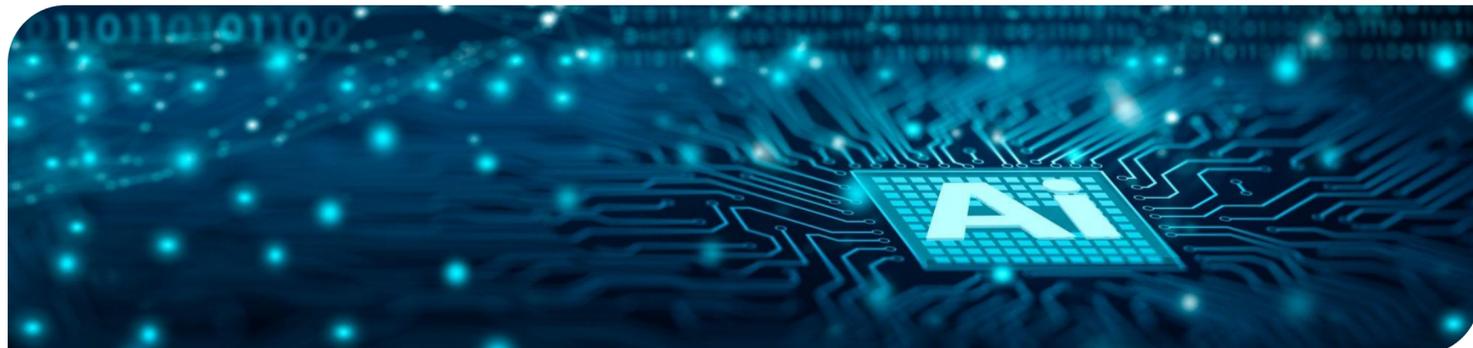
# Adopt a **dual-interface AI architecture**

### Internal AI Agent SPI

Pluggable AI agents embedded in payment workflows (fraud, risk, disputes).

### External MCP Server

A controlled AI gateway allowing LLMs and agents to safely query and request actions.



### Positioning Statement

"We do not let AI move money.

We let AI help us decide how money should move."

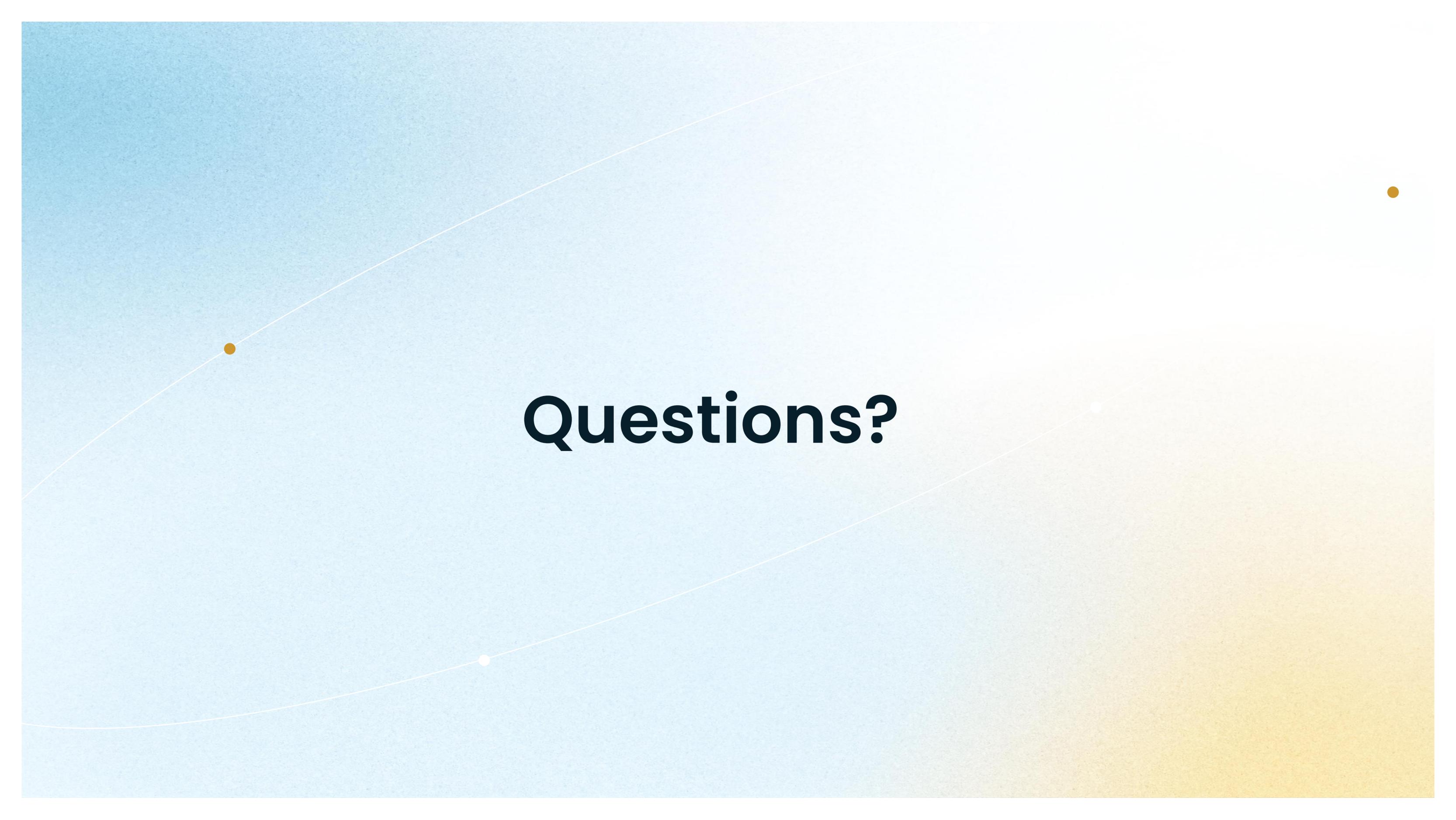
### Key Principles:

- AI never executes irreversible actions
- All AI decisions are explainable and auditable
- Context is explicit, immutable, and replayable
- Policies, not models, make final decisions
- Zero vendor or language lock-in

### Business Values:

- Reduces fraud and operational cost
- Improves dispute resolution and customer experience
- Enables AI-native merchant tooling
- Accelerates innovation without regulatory risk

**Spenda understands your intent and takes action — *safely, securely, and with full audit trails.***



**Questions?**

# Thank you.

Authorised for release by the CEO

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